



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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The ***District Review*** is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS **FY 2003 YTD**

October 1, 2002 – July 31, 2003

LENDERS

	<u>7(a)</u>	<u>No. of Loans</u> <u>504</u>	<u>Total</u>	<u>\$ Amount</u> <u>Millions</u>
Large Banks				
1. Bank of America	195	0	195	\$5.6
2. First Citizens Bank & Trust Company	33	13	46	\$8.6
3. Capital One Bank	45	0	45	\$1.8
4. Branch Bank & Trust Company	8	17	25	\$10.8
5. Wachovia Bank	23	1	24	\$6.9
Community Banks				
1. Surrey Bank & Trust Company	22	0	22	\$4.7
2. Bank of Granite	12	3	15	\$5.1
3. Capital Bank	13	1	14	\$3.8
4. The Fidelity Bank	12	1	13	\$1.9
4. First Commerce Bank	10	3	13	\$1.7
Small Business Lending Companies				
1. Self-Help Credit Union	27	1	28	\$2.6
2. CIT Small Business Lending Corporation	26	1	27	\$14.3
3. G.E. Capital Small Business Financing	10	2	12	\$6.9
Certified Development Companies				
1. Self-Help Ventures Fund		30	30	\$15.9
2. Charlotte Certified Development Corporation		16	16	\$4.5
3. Centralina Development Corporation		11	11	\$5.1

SBA LENDER'S FORUMS 2003

The SBA and the NC Small Business & Technology Development Center (SBTDC) are offering Lender's Forums. These sessions will help keep lenders up-to-date about SBA programs and policies. Also covered will be programs available through SBTDC.

These sessions are available to all commercial lenders—new lenders and those that need an SBA refresher. Call Gary Borchardt (704) 344-6377 or Celia Rolls at (704) 344-6810 for more information.

Date	Location	Registration
August 19	Winston-Salem	(336) 750-2030
August 27	Charlotte	(704) 548-1090
September 9	Asheville	(828) 251-6025
September 16	Hickory	(828) 345-1110
September 17	Boone	(828) 262-2492
September 18	Chapel Hill	(919) 962-0389
*September 30	Raleigh	(919) 715-0520
October 21	Greenville	(252) 328-6157

SPECIAL 504 LENDERS' SESSIONS - *Save the Dates! September 30- October 1, 2003*

Learn about SBA's 504 Program from an expert! **Scott Davis*** will give lenders an in depth understanding of all aspects of the 504 program. Scott is the Executive Director of Deseret Certified Development Company in Utah, the "Most Active Statewide CDC" in the nation since 1989.

The course is presented from the lender's point of view, and focuses on how lenders can use the 504 program to maximize institutional profits. Sessions will help keep lenders up-to-date about SBA programs and policies. Also covered will be programs available through SBTDC.

Scott will be presenting this course on the dates listed below. For more information and to register, call Allison Gray at (919) 956-4665 or e-mail allisog@self-help.org.

Date	Location & Time
September 29	Charlotte 8:30-10:30 am
September 30	Greensboro 8:30-10:30 am
September 30	Raleigh 2-4 pm
October 1	Tarboro 9-11am

INSTRUCTOR BIO: SCOTT DAVIS -- EXECUTIVE DIRECTOR OF DESERET CDC IN UTAH

Scott Davis is one of the founders and is currently President and Chief Executive Officer of Deseret Certified Development Company.

Under his direction, Deseret CDC has grown from a staff of one to a staff of thirty. Since receiving its SBA certification in May 1981, Deseret has originated over 3,000 loans to businesses located throughout Utah, Wyoming and in Nevada.

Every year since 1987, Deseret CDC has led the nation's CDCs as the "Most Active Statewide CDC" in the nation. In 1989, Deseret became the most active of any CDC (statewide or local) in the nation and has held that distinction six of the last fifteen years. In fiscal year 1996 alone, Deseret obtained loan approvals for nearly 250 businesses.

In May of 1984, Scott was elected to the Board of Directors of the National Association of Development Companies. NADCO is the trade association for the Certified Development Company industry. Scott has served in a wide variety of positions within the NADCO Board including Vice President Finance and Vice President Congressional Relations. In May of 1991 Scott was elected President of NADCO and served in that position for two years followed by two years as Past President.

For more information:

Deseret CDC
SBA 504/CDC Program

<http://www.deseretcdc.com/>
<http://www.sba.gov/financing/sbaloan/cdc504.html>

MESSAGE FROM THE REGIONAL ADMINISTRATOR

A SUMMER FOR SMALL BUSINESS TO CELEBRATE

By Nuby Fowler

It was August 1, 1953 when President Dwight Eisenhower signed the first Small Business Act, creating SBA, empowering it to "aid and assist" America's entrepreneurs. To commemorate the 50th anniversary of SBA and celebrate our half century of assistance to American small businesses, a series of events across the country are planned beginning with a ceremony at the Eisenhower Presidential Library in Abilene, Kansas on August 1 and concluding with National Small Business Week in May 2004.

It is important to note that while we will be celebrating the tremendous contributions made by small businesses over the past fifty years, the focus of these events will be job creation and the economy and SBA's role in making small business the heart of our economy. The regional events will be an opportunity for SBA resource partners, community leaders and elected officials to discuss current challenges and opportunities for small business. It will also be a chance for business owners to voice their opinions and come together to find workable solutions to the problems facing small businesses today. In addition, entrepreneurs wishing to start a small business or expand their current business will have opportunities to meet with local bankers, venture capitalists, resource and trade partners. The Region IV event will be held in Jacksonville, Florida in late January.

For more information and other event locations, go to the SBA web page <http://www.sba.gov/50>.

As we commemorate this 50 year milestone for SBA, small businesses owners have even greater reason to celebrate the passage of the President's 2003 Jobs and Growth Tax Relief Act and anticipate the immediate tax savings it will bring. By accelerating tax reductions that were enacted in the 2001, 23 million small business owners will receive tax cuts this year averaging \$2,209. In fact, small business will received about 79% of \$12.4 billion tax relief resulting from this decrease in top tax rates.

Small businesses were also given greater incentive to invest in new equipment thanks to an increase from \$25,000 to \$100,000 in the amount a business can immediately expense from their taxes. These provisions, coupled with the long awaited reduction in capital gains tax and the increase in child tax credits, will bring immediate and long-term benefit to both businesses and consumers and will serve to stimulate business expansion, create jobs, and move us closer to the economic rebound we know is at hand.

REMINDER: TAKE ADVANTAGE OF EXPANDED SBAEXPRESS LOAN PROGRAM

Would you like to increase your loan volume? Become an SBAExpress lender!

In July 2002, SBA opened SBAExpress to lenders that previously did not meet minimum SBA loan volume requirements. This has allowed small and/or rural lenders access to the streamlined and expedited processing procedures available under SBAExpress.

Your bank may wish to consider becoming an SBAExpress lender if you:

- Have significant experience processing smaller size business loans
- Are in good standing with your primary federal/state regulator
- Have received appropriate training on SBA's policies and procedures
- Concurrence of the Office of Lender Oversight
- Have no major substantive objections from the SBA North Carolina District Office

Important SBAExpress features include:

1. Maximum loan size increased to \$250,000
2. Lenders may charge up to 6.5% over Prime for Loans of \$50,000 or less, 4.5% over Prime for Loans above \$50,000

3. Express loans have a 50% guarantee
4. Lenders use mostly their own documents and procedures
5. SBA will immediately purchase defaults on loans when remaining balance is \$50,000 or less, or if liquidation will be delayed

For more information call Gary Borchardt, Chief of the Finance Division in the NC District Office at (704) 344-6377. Also visit <http://www.sba.gov/financing/lendinvest/sbaexpress.html>.

LENDERS SBA WEB SITE – “www.sba.gov/banking”

SBA website contains complete information on all SBA loan programs, all SBA forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to you as a lender, please let us know.

MONTHLY LENDER WORKSHOP

The NC District Office conducts Lender Workshops from 9:00 a.m. until 12:15 p.m. on the second Tuesday of each month at the Charlotte office. See below for upcoming dates. The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing if you are planning to come. Call Gary Borchardt at (704)344-6377 to register.

September 9

October 14

December 9

Also, if you would like to have the same group training on-site at your bank, please call to schedule.

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